

This Year's EGAD Main Meeting

EGAD is holding its ninth Annual Main Meeting on **Thursday 1st November 2012**, at a venue in Central London.

The EGAD Executive Committee has already put together some ideas for the topics to be covered at this day-long meeting, amongst which are scheduled to be:

- The ECO's new Transparency Initiative;
- The OGEL Review;
- The UK's Export Licensing process;
- The Arms Trade Treaty;
- US Export Control Reform;
- The UK/US Defence Trade Cooperation Treaty;
- International export control regimes;
- The EU's Intra-Community Transfers Directive;
- Intangible transfers of technology;
- HM Revenue and Customs update;
- The UK's Parliamentary Committee on Arms Export Controls; and
- King's College London's "Project Alpha" counter-proliferation initiative.

In addition, in furtherance of the EGAD Executive Committee's stated aim to make the EC more democratically accountable, the agenda will feature an election by the EGAD Membership at least four places on the Executive Committee.

The registration fee to attend this one day meeting will include breakfast refreshments on arrival, mid morning refreshments, lunch and mid afternoon refreshments. This event is open to both EGAD Members and non-members.

For more details contact:

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Events & Exhibitions Manager
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Places on the EGAD EC

At least four (4) places on the EGAD Executive Committee will be up for election at the Main Meeting, on Thursday 1st November. Any Members who want to put themselves forward as potential candidates for these four places should make contact with the EGAD Secretary (Brinley.Salzmann@adsgroup.org.uk) to obtain further details.

Useful Websites:

www.bis.gov.uk/exportcontrol
www.businesslink.gov.uk
www.egad.org.uk
www.hmrc.gov.uk/
www.fco.gov.uk
www.adsgroup.org.uk
www.strongandherd.co.uk
www.strategicexportcontrols.org/
www.davidhayes-exportcontrols.com
www.export-consultancy.co.uk
www.exportcontrols-tompkins.com
www.importexport-solutions.co.uk
www.siaed.org
www.export-controls.co.uk



Export Group for Aerospace & Defence

www.egad.org.uk

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NEWS LETTER

News: UK/US Defense Trade Cooperation Treaty Awareness Raising Symposium

The UK Ministry of Defence and the Export Group for Aerospace & Defence (EGAD) are working together to organise a whole-day seminar in central London, on **Tuesday 2nd October 2012**, to clarify how UK companies can successfully seek to join the "Approved Community" in order to try to make use of the UK/US Defense Trade Cooperation Treaty (DTCT).

The DTCT came into force in mid-April 2012, nearly some 5 years after it was originally signed by the UK and US Governments, and is intended to seek to simplify bi-lateral defence trade between the two nations. Both Governments are extremely keen to ensure that they effectively promote awareness of the Treaty within their respective industries, and maximise appropriate usage of it within its "Approved Community". This event is intended to be the first of a number of such events here, in the UK, whilst efforts will also be being undertaken to promote awareness of the Treaty over in the USA.

Whilst it is clear that the utility of the Treaty will be impacted by its highly detailed and complex "Implementing Arrangements", and that Membership of its "Approved Community" will not necessarily benefit all companies, it is also clear that its implementation could result in considerable commercial benefits for those UK firms who can make good, practical use of it, but whose efficient business activities are currently being impeded by the US' International Traffic in Arms Regulations (ITAR).

It is hoped that by the end the day participants will have a clear understanding of the application process and if they intend to join, how this can be achieved as efficiently, in terms of both cost and time, as possible, and be in a position to make an informed commercial decision as to whether they can make practical use of the Treaty.

For further information, please contact:

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Email: Laura.Akers@adsgroup.org.uk

In the meantime, if any EGAD Members have any queries relating to the DTCT, they should raise these with the EGAD Secretary (Brinley.Salzmann@adsgroup.org.uk).



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Special Discounts for EGAD Members at Forthcoming Events

Members are reminded that we have managed to negotiate a discount (of 20%) for our Members for SMI's 7th annual [Defence Exports](http://www.smi-online.co.uk/goto/2012defenceexports16.asp) conference, to be held on 1st & 2nd October 2012 in Amsterdam (further details of which are available at www.smi-online.co.uk/goto/2012defenceexports16.asp):



We have also managed to negotiate a 15% EGAD Member discount for the following event: **European Export Controls**, also in Amsterdam, on 19 – 20 September. Further details are available from: c.ally@cs-online.com, with the brochure available at: www.cs-online.com/2013/525/european-export-controls. Quote "EGAD15" when booking.

In addition, we have now managed to negotiate a 20% discount for any Members wanting to attend this year's 25th Annual "Global Trade Controls" Conference, which is due to take place in London on Tuesday 13th and Wednesday 14th November. With continuing pressure on trade controls compliance professionals to keep up-to-date with ever-changing regulations, the challenge is to maintain a **workable company compliance programme** which is effective and understood, and which gains commitment at all levels within a company. This conference gives you the opportunity to:

- analyse the **impact of US export control reform on US and non-US companies**
- hear the latest **changes in export controls** in the US, Asia and EU
- assess best practice for **avoiding infringement of US and EU sanctions**
- work out an action plan for **withdrawing from sanctioned countries**
- understand the **potential conflicts between privacy laws and screening**
- plan for **cloud computing issues to avoid export violations**
- ensure exports go to the **designated end-user**

The pre-conference seminar '**An Introduction to Export Licensing and Trade Controls**' is an intensive introductory seminar for those new to the industry, or needing further training or a refresher course, led by a team of experts with many years' experience between them and ideally placed to answer your queries.

PLUS: Benefit from a practical post-conference workshop on Understanding Defence Trade Controls on Thursday 15th November 2012.

Further details of this event will be disseminated to all EGAD Members and uploaded onto the EGAD website.

To get the 20% discount, EGAD Members need to quote "VIP Code FKT2435EGAD" when they book.

Export Licensing "Agony Aunt"

Q1 - As part of an ongoing MoD programme, we procure a motor, designed and manufactured in England. The UK company subsequently went into receivership, and the assets were bought by a US company, including the design of the motor. Subsequent motors have been manufactured in the USA, and the original design drawings have been re-aligned to US material specs.

The US supplier has concluded that since the motor has been designed for a military application (albeit a UK application only, originally designed in the UK) and is now manufactured in the US, that the motor is covered by ITAR requirements. Are the correct in this?

A - I fear that the US company is totally correct in its assessment; as soon as the manufacture transferred to the USA, the item gained an irreversible ITAR status.

If you want a detailed expert view on this, from someone who speaks fluent ITAR, you could contact David Hayes (david@davidhayes-exportcontrols.com) or a number of other experts in this field, whose details I can send to you.

This Year's ITAR Workshops and US Briefing

EGAD held its latest (and 8th) ITAR Workshops, this time (and for the first time) in Leatherhead, Surrey, on Tuesday 3rd to Thursday 5th July.



George Grammas (Squire Sanders) and Bernadette Peers (Strategic Shipping Company) speaking to the delegates

Such has been the level of on-going success of these annual events, which have invariably been met with considerable complimentary comments from attendees, that we are now planning on enhancing our training activities in ITAR compliance, in response to requests from UK Industry, and to meet demand. To that end, we are now planning to organize a one-day workshop/briefing, at Squire Sanders' Birmingham offices, on **Friday 19th October**; further details are available from Fiona.Simpson@adsgroup.org.uk.

EGAD also organized the latest of its series of biennial US Export Control Compliance briefings, at before this year's Farnborough International Airshow.



Gene Christiansen, from the US Department of Commerce's Bureau of Industry and Security briefing the delegates

Such was the considerable success of this event, which was hosted by BAE Systems, and sponsored by Airbus and Rolls-Royce, that plans are already afoot for a further repeat event of the same type for July 2014!

FORTHCOMING EVENTS

Beginners and Intermediate Workshops
Birmingham, 4 and 5 September
denise.carter@bis.gsi.gov.uk

Control List Classification and Using the
Checker Tools: Dual-Use Goods
London, 6 September
denise.carter@bis.gsi.gov.uk

Making Better Licence Applications
London, 7 September
denise.carter@bis.gsi.gov.uk

UK Implementation of EC Intra
Community Transfer (ICT) Directive of
Defence-Related Products with the EU
London, 14 September
denise.carter@bis.gsi.gov.uk

Beginners Workshop
Nottingham, 2 October
denise.carter@bis.gsi.gov.uk

Making Better Licence Applications
Nottingham, 3 October
denise.carter@bis.gsi.gov.uk

Control List Classification and Using the
Checker Tools: Military Goods
London, 4 October
denise.carter@bis.gsi.gov.uk

Making Better Licence Applications
London, 5 October
denise.carter@bis.gsi.gov.uk

ITAR Workshop
Birmingham, 19 October
Fiona.Simpson@adsgroup.org.uk

US Commercial Export Controls and
Sanctions
Amsterdam, 29 – 30 October
www.learnexportcompliance.com

US Defense Trade Controls
Amsterdam, 31 October – 1 November
www.learnexportcompliance.com

EGAD Main Meeting
London, 1 November
Fiona.Simpson@adsgroup.org.uk

SIA's Fall Conference
Washington DC, 8 – 9 November
www.siaed.org/en/cev/150

Global Trade Controls
London, 12 – 15 November
vanessa.darnborough@informa.com

Beginners and Intermediate Workshops
Oxford, 14 and 15 November
denise.carter@bis.gsi.gov.uk

MoD Procedures (F680)
London, 30 November
denise.carter@bis.gsi.gov.uk